**Consequences of Firm Internationalization**

**Hsu, W. T., Chen, H. L., & Cheng, C. Y.** (2013). “Internationalization and Firm Performance of SMEs: The Moderating Effects of CEO Attributes.”, *Journal of World Business*, 48(1), 1-12.

1. Discuss the core argument of this scholarly investigation & clarify what research gap the authors try to fill.
2. What is the relationship between the upper echelon theory and the information processing theory?
3. Explain why a CEO who is younger, more highly educated, and who has more international experience is important in enhancing the positive impact of dispersion into many foreign markets on firm performance (return on asset).
4. Elaborate on the mechanism that the interaction of internationalization with CEO duality is significantly negative.
5. Discuss the managerial relevance of this paper.

**Vermeulen, F., & Barkema, H.** (2002). “Pace, Rhythm, and Scope: Process Dependence in Building a Profitable Multinational Corporation.”, *Strategic Management Journal*, 23(7), 637-653.

1. What is the uniqueness/originality/novelty of this study?
2. What benefits can be reaped through diversifying into a variety of counties?
3. Clarify the rationale why the pace, scope, and rhythm of the internationalization process negatively influence the profitability of a MNC’s international expansion in an extension of the notion of time compression economies.
4. Provide the core take-home message that can be drawn from the empirical evidence of this study in practical terms.
5. Do you feel convinced of their research? If yes, why? If not, why not?